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DOCKET NO. 25004

Complaint and Request of)
EL PASO NETWORKS, LLC,)
For Interim Ruling for Post) BEFORE THE PUBLIC
Interconnection Agreement) UTILITY COMMISSION
Dispute Resolution With) OF TEXAS
Southwestern Bell Telephone)
Company)

DOCKET NO. 25188

Petition of)
EL PASO NETWORKS, LLC,)
For Arbitration Pursuant to)
Section 252(b) of the) BEFORE THE PUBLIC
Communications Act of 1934,) UTILITY COMMISSION
as amended by the) OF TEXAS
Telecommunications Act of)
1996, and PURA for Rates,)
Terms, and Conditions of)
Interconnection Agreement)
with Southwestern Bell)
Telephone)

COPY

ORAL DEPOSITION OF

EDWARD JOHNSON

APRIL 11, 2002

EXHIBIT

EPN - 42

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1 ORAL DEPOSITION of EDWARD JOHNSON,
2 produced as a witness at the instance of El Paso
3 Networks, and duly sworn, was taken in the above-styled
4 and numbered cause on the 11th of April, 2002, from 9:01
5 a.m. to 1:29 p.m., before Nancy P. Blankenship, CSR in
6 and for the State of Texas, reported by machine
7 shorthand, at the offices of Hughes & Luce, LLP, 1717
8 Main Street, Suite 2800, in the City of Dallas, County
9 of Dallas, State of Texas, pursuant to the Texas Rules
10 of Civil Procedure and the provisions stated on the
11 record.
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A P P E A R A N C E S

FOR EL PASO NETWORKS LLC:
Mr. Stephen Crawford
1001 Louisiana
Houston, Texas 77002
(713) 420-5896

FOR SOUTHWESTERN BELL TELEPHONE COMPANY:
Mr. Floyd R. Hartley
HUGHES & LUCE, LLP
1717 Main Street, Suite 2800
Dallas, Texas 75201

ALSO PRESENT:
Patty Hogue

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I N D E XWITNESSPAGE

EDWARD JOHNSON

EXAMINATION BY MR. CRAWFORD

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P R O C E E D I N G S

EDWARD JOHNSON,

having been first duly sworn, testified as follows:

EXAMINATION

BY MR. CRAWFORD:

Q. Hi, Mr. Johnson. My name is Steve Crawford.

We just met, correct?

A. Yes.

Q. I'm an attorney for El Paso Networks. Also,
I'm based in Houston, so we are both traveling to Dallas
for this fun session here.

Before we get going, I wanted to just get
a few things on the record. You understand that I
represent El Paso Networks. I'm an attorney. You
understand that this gentleman to your left here,
Mr. Hartley, is an attorney for Southwestern Bell
Telephone Company.

A. Yes.

Q. And that he's here on your behalf today?

A. Yes.

Q. Okay. You know, Mr. Johnson, if at any point,
you need a break or anything, you just let me know.
This is rather informal, although you are under oath,
and if you need to stop and take a break or stretch your
legs or whatever, you just let me know. Okay?

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9:02:21 1 A. Okay.

9:02:21 2 Q. You understand that you are under oath today,

9:02:23 3 though?

9:02:24 4 A. Yes.

9:02:24 5 Q. Just as if you were in the courtroom in a

9:02:27 6 federal district court?

9:02:27 7 A. Right.

9:02:29 8 Q. All right. And sir, finally I'd like you to

9:02:33 9 agree with me that if at any point today you don't

9:02:36 10 understand my question, that you'll ask for a

9:02:39 11 clarification.

9:02:39 12 A. Will do.

9:02:40 13 Q. Okay. I certainly do not want you to answer

9:02:42 14 something that I'm unclear on or that I speak too fast

9:02:47 15 or garble my words or anything else. If you're unclear

9:02:52 16 on my question, you get me to repeat it.

9:02:54 17 A. Okay.

9:02:54 18 Q. All right.

9:02:56 19 Mr. Johnson, what is your full name?

9:02:59 20 A. It's Edward Nayland Johnson, and that middle

9:03:01 21 name is spelled N-A-Y-L-A-N-D.

9:03:09 22 Q. And what is your current employment title?

9:03:14 23 A. It's senior project manager, global markets

9:03:20 24 customer care.

03:24 25 Q. And what department is that in?

9:03:25 1 A. It's in a -- global markets customer care.

03:31 2 Q. And is that in the network side of the house,

9:03:34 3 the engineering side of the house --

9:03:36 4 A. Global markets.

9:03:40 5 Q. Global markets?

9:03:41 6 A. It's global services is what the actual -- the

9:03:44 7 title of -- the a/k/a is that we go by.

9:03:48 8 Q. Is that a sales position, is that an

9:03:50 9 engineering position, a network position? How would

9:03:53 10 you --

9:03:54 11 A. It's project management. It's separate.

9:03:56 12 Q. Project management in terms of building

9:03:59 13 facilities?

9:04:00 14 A. Build-out for customers that are specific --

9:04:02 15 that come to me.

9:04:03 16 Q. So you really assist with build-outs for

9:04:07 17 particular customer needs?

9:04:08 18 A. Yes, particular cases that come to me to be --

9:04:11 19 to be project manager.

9:04:14 20 Q. Okay. So by the time it lands on your desk

9:04:17 21 the customer has placed an order, facility -- some type

9:04:22 22 of facility change has been approved and you would

9:04:26 23 oversee that change in facilities?

9:04:27 24 A. Yes.

04:28 25 Q. Normally some type of construction?

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:04:30 1 A. I would also have to have a contract, a signed
:04:33 2 contract, so --
3 Q. Right.
:04:34 4 A. So I mean, it's a done deal when I get it.
:04:36 5 Q. So they've already made a sale to the customer
:04:39 6 and you've got to assist and manage the building out of
:04:43 7 facilities or changing of electronics or whatever is
:04:46 8 needed for that augmentation to the network?
:04:49 9 A. Yes.
:04:51 10 Q. Okay. How long have you been in that
:04:53 11 position?
:04:54 12 A. Let's see, this is -- a year-and-a-half.
:05:01 13 Since January 2000.
:05:06 14 Q. And just to be clear, you're employed by
:05:09 15 Southwestern Bell Telephone Company?
:05:09 16 A. Yes, that's where my paycheck comes from.
:05:12 17 Q. And that's who you understand your employer to
:05:15 18 be?
:05:15 19 A. Yes.
:05:16 20 Q. And before January 2000, what position did you
:05:18 21 have with SWBT?
:05:22 22 A. Network sales support.
:05:26 23 Q. Did you have a title there?
:05:27 24 A. Manager, network sales support.
05:30 25 Q. How long -- is that referred to as NSS?

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9:05:34 1 A. Yes.

9:05:34 2 Q. And how long were you at the NSS, in that

9:05:37 3 position?

9:05:40 4 A. June 1st of '96.

9:05:45 5 Q. Until January 2000?

9:05:47 6 A. Right.

9:05:48 7 Q. And before June 1st, '96, where did you work?

9:05:53 8 A. The outside -- OSP only or outside plant

9:06:00 9 planning.

9:06:01 10 Q. Outside plant planning?

9:06:02 11 A. Uh-huh.

9:06:02 12 Q. What was your title?

9:06:03 13 A. It depends on what year it was. Mostly -- it

9:06:06 14 was manager outside plant planning most of the time, in

9:06:11 15 engineering terms.

9:06:12 16 Q. Were you also an OSP engineer?

9:06:16 17 A. Not there, not in the planning group.

9:06:19 18 Q. When were you an OSP engineer?

9:06:22 19 A. Before -- May of '81, prior. And back then it

9:06:33 20 was called facility engineer.

9:06:35 21 Q. Okay.

9:06:35 22 A. That title has been --

9:06:39 23 Q. But before June 1st, '96, you were a manager

9:06:44 24 at OSP planning?

06:45 25 A. Yes, in the outside plant planning, yes.

0:06:48 1 Q. Outside plant manager.

0:06:50 2 Is that a position higher on the totem

0:06:57 3 pole than engineer at OSP?

0:06:59 4 A. No. It's all first line engineer. It's a

0:07:02 5 first level job.

0:07:03 6 Q. Manager is?

0:07:04 7 A. Uh-huh.

0:07:05 8 Q. Okay. And engineer is also a first level job?

0:07:09 9 A. Yes.

0:07:09 10 Q. Okay.

0:07:10 11 A. The only job that's been higher level has been

0:07:12 12 the position I've had right now.

0:07:14 13 Q. Okay. Were you managing anybody as a manager

0:07:19 14 at OSP?

0:07:21 15 A. Not in NSS.

0:07:24 16 Q. I'm talking about when you were in OSP

0:07:26 17 planning.

0:07:27 18 A. I had one clerk.

0:07:29 19 Q. Okay. Before you were a manager at OSP --

0:07:38 20 well, how long were you a manager at OSP?

0:07:42 21 A. From '81 -- from May '81 until May of 1996,

0:07:50 22 and the other part of the OSP was from December of '74

0:07:55 23 to May of '81, when I came -- when I was transferred to

0:07:59 24 Houston from Western Electric.

08:07 25 Q. You've been helping them a long time.

:08:09 1 A. 31 years.

:08:10 2 Q. 31 years?

:08:11 3 A. Come this August. See if that adds up.

:08:16 4 Q. I'd be checking my pension amount about right

:08:19 5 now.

:08:21 6 And so December '74 is when you started
:08:28 7 with SWBT, correct?

:08:30 8 A. With Southwestern Bell, right.

:08:31 9 Q. You've been with them ever since?

:08:33 10 A. Right.

:08:33 11 Q. And during this deposition, I may refer to it
:08:38 12 as SWBT just because it's faster for me to say and
:08:41 13 easier for her to type.

:08:43 14 What does a senior project manager at
:08:50 15 global markets, your current position, what does that
:08:54 16 job entail?

:08:58 17 A. I have a hand-off from NSS. We have a
:09:04 18 hand-off meeting with all the people that's involved in
:09:08 19 the project. We develop a timeline at the meeting. I
:09:15 20 finalize it, publish it and then basically communicate
:09:21 21 with those people as to their progress to meet that
:09:25 22 timeline.

:09:26 23 Q. Uh-huh.

:09:26 24 A. And there may be site visits involved with the
09:30 25 customer along that process. And during that time, I

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may work with any number of people, whatever it takes to get that project up.

Q. Right.

A. And basically it's -- the idea is to get it to a point where we can hand off that service to a customer and he can accept it and sign my get-out-of-jail letter, as we call it.

Q. Right.

A. It means we are finished.

Q. As project manager, which individuals or teams are you managing? I mean, as a project manager, I envision someone who is coordinating this sort of virtual team concept to get -- make sure everybody is doing their job on time, within the timeline, to meet the due date for the project, right?

A. Right.

Q. So which groups do you tend to be managing as a project manager?

A. Generally I talk to the outside plant design engineer, the transport equipment engineers, construction. Sometimes that's the splicing foreman and the placing foreman. Sometimes it's just the CMC. It just depends on the person that I'm dealing with. And then the installation group, in this case for these services I'm doing it's one person, and the provisioning

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0:11:06 1 center that completes it, and usually the service order
0:11:10 2 writer that writes the order, and circuit provisioning
0:11:14 3 that does all the plug ordering and the design of the
0:11:18 4 circuit to get it out to the field for special services
0:11:21 5 to get installed and provisioned.

0:11:24 6 Q. Okay. And by the time -- you said by the time
0:11:30 7 you have -- by the time you're working on a project, the
0:11:34 8 customer has already ordered the service?

0:11:40 9 A. He has agreed to buy it.

0:11:42 10 Q. Ordered and written -- in written form
0:11:44 11 committed to purchasing the service?

0:11:45 12 A. Correct.

0:11:46 13 Q. For a set amount of time?

0:11:47 14 A. Correct.

0:11:47 15 Q. And at that point, because some augmentation
0:11:51 16 to the network is needed, you're involved, right?

0:11:55 17 A. Yes, any construction I would be involved. If
0:11:59 18 facility is available, I would not be involved.

0:12:01 19 Q. If facilities are available, you're not
0:12:03 20 involved?

0:12:04 21 A. I'm not involved.

0:12:05 22 Q. If construction is required, you are involved?

0:12:08 23 A. Right.

0:12:08 24 Q. What's your definition of construction?

12:11 25 A. Any time that we -- outside plant engineer has

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1 to issue an authorization to build or we have to augment
2 the equipment, construction is either engineering
3 construction or -- if any work has to be done to change
4 that facility that's there to make that facility work,
5 then that's considered construction. If CPC can issue
6 the -- if the service order writer can issue the order
7 and it will flow through TIRKS to the installation,
8 through the -- without me touching it, then I'm not
9 involved. Or I'm not asked to be -- let me do it this
10 way. It's up to the people to request me, and it's up
11 to my boss to accept it or not accept it.

12 Q. That would be a special cases situation?

13 A. Yes.

14 Q. Okay. The situation -- if there were a
15 situation where the only change that needed to be made
16 for a circuit was to switch out the electronics or the
17 cards at a MUX to change the drop-off capacity for that
18 MUX, would that fall under construction or would that be
19 another group?

20 A. That would be circuit provisioning.

21 Q. Circuit provisioning?

22 A. They would order the plugs that they need or
23 reinventory, if that's the case -- depending on how the
24 equipment is inventoried now.

25 Q. Now, why is that not considered construction?

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9:13:44 1 A. We physically do not have to deploy somebody
9:13:47 2 out there to make a hard wire change or a physical
9:13:52 3 change. The installation people will basically plug and
9:13:59 4 unplug as they need to do with the plugs that are
9:14:01 5 delivered to them.

9:14:02 6 Q. In that situation, is the swapping out of a
9:14:06 7 card in a MUX or changing the drop-off capacity of a MUX
9:14:15 8 considered a major construction effort at that point in
9:14:20 9 time?

9:14:22 10 A. If plugs are hard to get, yes, which we --
9:14:25 11 I've been in that situation where we have had to either
9:14:29 12 locate plugs, but usually the craft person that's
9:14:32 13 responsible for it, he doesn't usually feel it's a
9:14:36 14 major -- major deal. He has his laptop. He does his
09:14:40 15 provisioning with the provisioning center.

09:14:42 16 Q. How long does it take to swap out a card in a
09:14:45 17 MUX?

09:14:47 18 A. I'm not -- I haven't been there enough times
09:14:50 19 to tell you. It's not long, but I'm not going to tell
09:14:54 20 you it's going to be -- I'm not going to commit to it,
09:14:58 21 because I'm not -- I haven't been there enough times
09:15:01 22 when they've been doing the actual work.

09:15:04 23 Q. Right. Would you assume it's under half an
09:15:06 24 hour, as a ballpark?

15:08 25 MR. HARTLEY: Object to form.

:15:10 1 Q. Are we talking five minutes, a half hour, a
:15:15 2 day?

:15:15 3 A. Probably half hour.

:15:17 4 MR. HARTLEY: Object to form.

:15:38 5 Q. So on your construction team when you've got
:15:44 6 an order -- when you've got to do an augmentation to a
:15:47 7 network, whether you're laying additional fiber or
:15:50 8 putting in whole new nodes or whatever, you've got
:15:54 9 several people in other departments assisting you?

:15:57 10 A. Yes.

:15:57 11 Q. You mentioned the OSP design engineer, the
:16:00 12 transport engineer, splicing foreman, people like that?

:16:03 13 A. Right.

:16:04 14 Q. Okay. So once you have your kick-off
:16:07 15 meeting -- do you ever have your customers invited to
:16:11 16 the kick-off meeting?

:16:13 17 A. No.

:16:13 18 Q. Have you ever been to a kick-off meeting where
:16:16 19 a customer representative has been there?

:16:19 20 A. One time I have.

:16:19 21 Q. It's happened before?

:16:21 22 A. On rare occasions.

:16:23 23 Q. Right. So you -- that's when you put your
:16:26 24 timeline in place, get everybody committed to the due
16:29 25 date when you're going to deliver that circuit, right?

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:16:32 1 A. Yes.

16:33 2 Q. Okay. And then you said as the project
:16:36 3 progresses throughout the building out of fiber,
:16:42 4 augmenting fiber or capacity or electronics, you would
:16:45 5 give periodic updates on the status, right?

:16:49 6 A. I would expect them to either e-mail me or
:16:52 7 call me, or I would call them and find out what the
:16:54 8 status is.

:16:55 9 Q. So you keep your thumb on the pulse of the
:16:57 10 status of that project?

:16:58 11 A. Correct.

:16:59 12 Q. Now, when you find out the status of the
:17:01 13 project, who do you notify?

:17:03 14 A. I just mark it on a spreadsheet that I have.

:17:06 15 Q. In terms of keeping the customer informed, do
:17:10 16 you notify the customer directly or do you tell the
:17:13 17 account manager? How does that work?

:17:15 18 A. Usually if they ask for that up front I will
:17:19 19 do it. If they don't, then it's one -- just one of the
:17:23 20 points that -- the minor areas that we will just
:17:26 21 continue on to the next area.

:17:28 22 Q. If who requires it up front?

:17:30 23 A. If the customer has asked marketing to provide
:17:34 24 that information or sales to be on some sort of update,
17:43 25 on a daily, weekly, normally I don't do that.

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:17:52 1 Q. Normally you don't do that?

:17:53 2 A. Usually, if I have a meeting -- a lot of times
:17:57 3 the customers, the people that I'm dealing with, if they
:18:00 4 have a weekly meeting, we update them at that time. If
:18:04 5 we have a monthly meeting... Some of them I may not
:18:08 6 even talk to.

:18:08 7 Q. Is it acceptable at these kick-off meetings
:18:11 8 and other status update meetings for the retail
:18:14 9 salesperson or the special access sales person to attend
:18:17 10 the meeting? Is that acceptable?

:18:19 11 A. No.

:18:19 12 Q. They're not allowed?

:18:21 13 A. Huh-uh, because I'm not -- we are doing -- I'm
:18:25 14 on the retail sales and the marketing people that are
:18:28 15 doing that customer are not allowed to talk to access --
:18:33 16 the access sales people. They are not allowed to be in
:18:36 17 the same meeting.

:18:37 18 Q. So the marketing people -- the retail sales
:18:40 19 people are not allowed to talk to the access sales
:18:43 20 people?

:18:43 21 A. Right. Or they are not allowed to know the --
:18:48 22 they're kept separate. Let me do it that way.

:18:50 23 Q. Why is that?

:18:53 24 A. My -- someone else might get the credit for
18:57 25 what they're doing.

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Q. It all goes down to the bottom line, doesn't it?

A. Money. Because they're representing that company and we are representing Southwestern Bell. The access people are representing the carriers.

Q. They're a customer advocate within the SWBT organization?

A. Right.

Q. But it's -- is there a reason the customer advocate, the special access salesperson, couldn't attend your meeting just to assist?

A. He sells the same product that the global markets people can sell.

Q. Okay. Who -- global markets has its own sales people?

A. Yes.

Q. Who do they sell to?

A. The companies that are -- let's see, that are contained in more than one state, five states, or now 13 -- within the 13 states, or within the continental United States. If they're local customers, we don't deal with them.

Q. It's very large accounts?

A. Yes.

Q. Global markets is your global accounts list?

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:20:11 1 A. Correct.

:20:12 2 Q. Your Fortune 500 groups?

:20:15 3 A. Yes, if you want to call it that.

:20:16 4 Q. That helps me. Okay. That saves us a lot of

:20:19 5 time right there, because now I understand a little bit

:20:23 6 better.

:20:23 7 So when you're managing the project, it's

:20:26 8 for the global markets account team?

:20:28 9 A. Right.

:20:28 10 Q. They brought in -- landed a big-fish account

:20:31 11 and you need to augment the network to help provide that

:20:34 12 service to one of these big Fortune 100 or Fortune 500

:20:38 13 accounts?

:20:38 14 A. Correct.

:20:39 15 Q. So at your kick-off project meeting, is it

:20:46 16 allowable for the global markets retail salesperson to

:20:51 17 attend if they want?

:20:52 18 A. Most assuredly.

:20:54 19 Q. Most assuredly?

:20:56 20 A. Yes.

:20:56 21 Q. They would take a large interest in knowing

:20:58 22 about the project, that it gets done according to

:21:01 23 customer specs and when it will be done, correct?

:21:04 24 A. Correct.

21:06 25 Q. Okay.

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9:21:06 1 A. We encourage everyone on that mailing list
9:21:09 2 that NSS sends out to attend.

9:21:12 3 Q. Okay.

9:21:12 4 A. And if they miss someone within the global
9:21:17 5 markets, we try to include that person. Generally the
9:21:21 6 only person that's -- they will usually miss would be
9:21:26 7 the communication consultant, which is the one who
9:21:28 8 writes the order who's the key --

9:21:38 9 Q. So NSS sends out the invite list for the
9:21:41 10 kick-off meeting?

9:21:42 11 A. Yes.

9:21:42 12 Q. So NSS gets it going and then once the project
9:21:45 13 gets going, you manage the project after the kick-off
9:21:49 14 meeting?

9:21:49 15 A. Once NSS sends out the letter, I am also -- at
9:21:55 16 that point I call the meeting with those people and
9:22:00 17 become manager, coordinator of that project at that
9:22:04 18 point.

9:22:04 19 Q. Right.

9:22:05 20 A. It's up to them to send the letter out,
9:22:07 21 identify the people up front, then I go from there.

9:22:11 22 Q. And the kick-off meeting is where the
9:22:13 23 engineers hand over the baton to you to --

9:22:16 24 A. Right, and I've called it a hand-off versus a
22:20 25 kick-off, just because it's clear to say they're handing

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9:22:23 1 it to me.

22:24 2 Q. Right. Do you ever project manage

9:22:39 3 augmentations that are based on the needs of CLECs?

9:22:48 4 A. Only if they're a global customer.

9:22:52 5 Q. Only if they buy retail, right?

9:22:54 6 A. Correct.

9:22:55 7 Q. Right. So you don't oversee projects for

9:23:00 8 build-out of a network where a CLEC needs to build out

9:23:05 9 to serve one of his CLEC's world class clients?

9:23:13 10 A. Reexplain that one again.

9:23:15 11 Q. Right. You oversee build-outs for SWBT's big

9:23:21 12 account clients, correct?

9:23:22 13 A. Correct.

9:23:23 14 Q. You've never overseen a project where a CLEC

9:23:27 15 has requested a build-out where a CLEC could serve its

9:23:30 16 big account client?

9:23:31 17 A. No.

9:23:32 18 Q. Is that correct, you've never attended such a

9:23:37 19 meeting?

9:23:37 20 A. Not for a CLEC build-out in that regard.

9:23:41 21 Q. Okay. And I was talking about non-SWBT CLECs.

9:23:46 22 Let's talk about ASI real quick. What

9:23:49 23 have you done in terms of managing projects for ASI?

9:23:53 24 A. When an order is sold that's requiring ASI,

23:57 25 then I have to work with the -- once the order is in the

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0:24:00 1 system I work with their project manager to coordinate
0:24:04 2 that. They have their own project manager that's
0:24:07 3 usually identified somewhere in the process or when the
0:24:11 4 order is issued.

0:24:14 5 Q. Roughly how many ASI projects have you worked
0:24:17 6 on?

0:24:26 7 A. Not more than ten, probably less than -- right
0:24:29 8 now -- currently probably less than five --

0:24:34 9 Q. You've worked on five to ten --

0:24:36 10 A. Somewhere in there.

0:24:37 11 Q. -- projects where you've managed network
0:24:45 12 build-out for an ASI based expansion?

0:24:49 13 A. It was a customer request to buy service from
14 ASI.

15 Q. Okay.

0:24:54 16 A. Not their expansion.

0:24:56 17 Q. Let me be clear, because I get confused in
0:24:59 18 these terms. Five or ten times you've had the occasion
0:25:02 19 to project manage a situation where ASI has needed a
0:25:11 20 SWBT network build-out so that ASI could serve its big
0:25:17 21 account client?

0:25:20 22 A. Yes. We have built -- basically it's been
0:25:24 23 more of a service order issue than it has been a
0:25:26 24 build-out.

25:27 25 Q. Okay. Explain that difference -- so five or

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:25:30 1 ten times you've done it on sort of a service order
:25:35 2 basis?

:25:35 3 A. We would build a SONET ring for the customer
:25:38 4 that would interact with the interoffice that would
5 interact with the new client for ASI.

:25:46 6 Q. And so to build on your ASI example, you've
:25:49 7 project managed the build-out of a SONET ring?

:25:51 8 A. Right.

:25:52 9 Q. So that ASI could serve ASI's big account
:25:55 10 client?

:25:55 11 A. Right.

:25:56 12 Q. Okay. Do you remember where that was?

:26:00 13 A. One was VA Hospital.

:26:03 14 Q. VA Hospital?

:26:04 15 A. Yes.

:26:05 16 Q. In Houston?

:26:05 17 A. Yes.

:26:06 18 Q. Was that a double node SONET ring?

:26:08 19 A. Just a two-node ring.

:26:11 20 Q. Two-node ring.

:26:13 21 Do you remember other ones?

:26:17 22 A. Currently working on your company, as a matter
:26:23 23 of fact, El Paso Global Networks, for a frame relay
:26:29 24 project to go to all the CO cages in the state of Texas.

26:33 25 Q. Right. And that's where -- that's a frame

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:26:39 1 relay project, right?

:26:40 2 A. Yes.

:26:41 3 Q. That's a pretty big deal?

:26:43 4 A. Well, it's basically DSIs to each cage in each

:26:48 5 central office they elect to go to it to monitor their

:26:50 6 equipment.

:26:51 7 Q. What is that, like 100 DSIs?

:26:54 8 A. I think the last number I had was 120 or

:26:59 9 something.

:26:59 10 Q. Okay. And that's a good example, because in

:27:05 11 that case EPN negotiated a deal with ASI, right?

:27:12 12 A. No, they didn't. They signed a contract with

:27:15 13 Southwestern Bell Global.

:27:16 14 Q. Global markets, right?

:27:19 15 A. Yes.

:27:20 16 Q. Okay.

:27:22 17 A. Then I would not normally get involved in that

:27:24 18 project, but I was requested to, so that's one of those

:27:30 19 unusual ones.

:27:33 20 Q. Okay. So there's the VA Hospital, and I guess

:27:37 21 you said that was a global markets deal. Let's stick

:27:40 22 to -- let me finish the ASI deals first. Okay?

23 A. Uh-huh.

:27:44 24 Q. On the ASI, you gave me the VA Hospital in

27:49 25 Houston?